

Energy Innovations Small Grant Program

Final Report Instructions

1. Send a 2-3 page outline (or executive summary) of the final report including the project's Objectives, Outcomes, Conclusions and Recommendations to the EISG Project Manager for early feedback on the direction of the final report..
2. After receiving feedback on the outline, prepare the draft final report and email it to the EISG Project Manager for approval. You will receive a checklist from EISG Project Manager indicating whether your draft has been approved.
3. When the draft final report has been approved and you are ready to submit hard copies, clearly label them as "DRAFT." Mail 2 hardcopies of the complete report including the questionnaire. One half of the project's withheld invoice balance will be paid when the draft final report is satisfactorily received.
4. The draft final report will be sent to 1-2 independent technical reviewers for comment and evaluation.
5. The technical reviewer's comments will be sent to the project's Principal Investigator to make the appropriate revisions to the final report.
6. Send 1 electronic copy of the modified final report via email with revisions highlighted in "Track Changes" mode or otherwise indicated. Do not send hardcopies of the final report until it has been confirmed by EISG staff that the revisions satisfactorily address technical reviewer comments.
7. Send 3 paper copies of the final report and 1 electronic copy of the final report in MS Word on cd or disk.
8. After the revised final report has been accepted and approved, the remaining withheld balance (typically \$2,500) will be paid.
9. If proprietary/confidential information is needed in the report to fully communicate the research findings, all such information must be confined to a proprietary appendix, which will be protected and not released to the public. The remainder of the report must be non-proprietary and authorized unrestricted public distribution.

Final Report Formatting Overview

Style Instructions

- Font Type:** Times Roman or Helvetica
- Font Size:** 12 pt throughout except Appendices headers should be 16pt
- Margins:** 1-inch minimum. Left justified.
- Headers/Footers:** No headers. No Footers, except page numbers. Use continuous page number footer from front to back except for front matter, which is numbered with roman numerals. Do not number paragraphs or sections.
- Bindings:** Spring clips only. Please do not bind the report.
- Copies:** Draft Report (2 paper copies, 1 electronic MS Word copy emailed or on disk)
Revised Draft Report (1 electronic version via email)
Final Report (3 paper copies, 1 electronic MS Word copy emailed or on disk)
- Paper Copies:** Printed single sided

Final Report Outline

- Cover Page (*example provided*)
- Legal Notice (*provided*)
- Acknowledgement Page (*optional*)
- Table of Contents (*example provided*)
- Abstract (*250 words*)
- Executive Summary (*2-3 pages*)
- Body of Report (*12-18 pages*)
 - Introduction
 - Project Objectives
 - Project Approach
 - Project Outcomes
 - Conclusions
 - Recommendations
 - Public Benefits to California
- Endnotes
- References
- Glossary
- Appendices (*no limit specified*)
- Development Status Questionnaire

General Guidelines

1. The report should be written to the level of an inquisitive, reasonably well-educated lay reader. Imagine that the reader just paid for this research project and they want to understand how you spent their money and the rationale for proceeding in the direction chosen.
2. Apply the test of completeness. Are all the pieces there? Are all the references clear and do those in the text match those in the reference section? Are the relationships between the partners and the players clearly explained?
3. Apply the test of logic. Does the document flow and make sense? Is the need for the research clearly described? Is the technical approach clearly described? Do the conclusions make sense? Are they drawn from the analysis? Do the numbers check? Is it clear how the numbers were derived?
4. The final report must address the specific research objectives outlined in the original statement of work awarded funding by the EISG Program. The Project Objectives and Outcomes sections will be organized according to the objectives outlined in the project's statement of work. The Project Approach section will be organized according to the tasks outlined in the statement of work.
5. If the project didn't do everything it intended to do, explain in the Conclusions sections. Explain any modifications in research design in the Project Approach section.
6. In projects where there was cost sharing with other funding sources you need to make clear what portions were funded with EISG funds. If the EISG project was a small part of a larger project, only report on the work accomplished with the funds provided by the EISG grant. The main body of the final report is only 10-12 pages long, therefore focus should remain on the tasks and objectives outlined in the proposal awarded EISG funding.
7. The methods used to conduct the research need to be explained in the project approach section. Describe as if a knowledgeable outside person were going to replicate your project. What materials, methods and steps would they need to use?
8. Data that is presented in the report needs to be analyzed. If you present a picture, graph or table, be sure that you discuss and interpret its meaning in the text, not just refer to it.
9. Each conclusion needs to be substantiated by the analysis contained in the report.
10. Figures and Tables must clearly relate to, and be consistent with the text, and vice versa. (If the text says the generator had a capacity of 30 kW, the table should not say it was 31.2 kW.)
11. Use consistent references to report performance specifications and results. For example, if a piece of equipment is to be referred to by its nominal nameplate rating then use that reference consistently throughout the report. If, however, the desired number was the measured performance of the device, (almost always different from nameplate) then consistently use that measured number. Do not mix the two in the narrative.
12. The text needs to clearly refer to the attached appendices. It should also explain how the data in the appendices matters to the text. If it doesn't really matter, it probably should be dropped. (You may still need it because it is a deliverable according to the grant agreement, so check this carefully.) References to multi-page appendices need to be specific to the page or section of the appendix, not just a general reference to Appendix X.

Content Style for PIER Project Reports

ACRONYMS

- The abbreviation “CEC” or simply “Commission” is not allowed in PIER Project reports. Use “California Energy Commission” at first mention, and then use “Energy Commission” throughout the rest of the report.
- Introduce acronyms by first using the full term followed by the acronym in parentheses.
- Do not use acronyms for highly specific terms that are not widely known in the industry.
- Do not introduce and use an acronym if it only appears once or twice in close proximity. Rare exceptions would be cases where readers are more familiar with the acronym than its actual referent.
- Avoid using acronyms in an executive summary.
- Do not use acronyms in footnotes.

CAPITALIZATION

- Do NOT capitalize
 - “state” unless the text specifically says “the State of California.”
 - energy crisis.
 - “project” unless it is an official part of a name or title, such as Sunrise Transmission Project.
- Do Capitalize
 - Governor
 - Legislature
 - Northern California/Southern California

PUNCTUATION

- Please use serial comma style throughout the report. For example: “The research team tested the first, second, and third models...”). The comma after “second” is the serial comma.
 - But, in a serial list that has multiple units in each element of the list, use a semi colon. Consider using a bulleted list for complicated sentences like the following example:
“This report provides policy recommendations to conserve resources; protect the environment, the economy, and public health and safety; and ensure reliable, secure, and diverse energy supplies.”
- Never hyphenate compound adverbs: “publicly owned,” “newly created.”

- Many compound adjectives are hyphenated when they come before a noun: “investor-owned utilities,” but not when they come after the verb: “the utilities are investor owned.”
- In bulleted lists, use “parallel construction” for the items in your list. For example, if one item starts with a verb, all items should start with a verb; if one item starts with a noun, all items should start with a noun, and so forth.
- Punctuation lists:
 - If each listed item consists of only one to three words, do not use any punctuation.
 - If each item is a phrase longer than three words or a sentence, put periods at the end of each listed element.
 - Use consistent punctuation for each element in the list. For example, if your list have five elements, four of which are one to three words and one of which is six words, do not put the period after any of the items in the list.

WRITING STYLE

- Strive to use the active voice whenever possible: “The petroleum industry is building new storage facilities,” NOT “New storage facilities are being built by the petroleum industry.”
- The Energy Commission does not permit the use of the first person (referring to the authors) in technical reports. This is not to say that you should write in the passive voice—it is possible to write in the third person and still write in the active voice. For example:
 - Instead of third person passive voice: “It was found by the research team, or the researcher found that...”
 - Use third person active voice: “The research team or the researcher found that ...”
- Writing in the third person requires that the authors refer to themselves as though they were referring to a third party:
 - First person: “We tested 12 different devices...”
 - Third person: “The authors [or “the research team” or “the researcher” or some other similar third-party reference] tested 12 different devices...”
- Avoid using “there is,” “there are,” or “it is” because those phrases set up a passive voice sentence and obscure its meaning.
- Eliminate excess words. For example, say “To calculate the emissions...” NOT “In order to calculate the emissions....”

NUMBERS

- Do not use numerals if the elements of a list are in linear text: “There are three key drivers of natural gas prices: supply, demand, and storage capacity,” NOT “There are three key drivers of natural gas prices: 1) supply, 2) demand, and 3) storage capacity.”

- Always use commas in numbers that are four digits or larger: 1,400; 240,000.
- Use numerals for 10 and above; spell out all numbers under 10, EXCEPT:
 - percentages (2 percent)
 - dates (June 2, 2005)
 - page numbers (page 6)
 - chapter numbers (chapter 4)
 - energy increments (1 megawatt, 9 kilowatts)
 - sentences that include a list of identical items, some of which are fewer than 10 and some are more: “We ran 2 trials in April, 5 in May, and 14 in June.”
- Never begin a sentence with a numeral, including a year. “The energy crisis began in 2000,” NOT “2000 marked the year the energy crisis began.”

MISCELLANEOUS

- Use “smart” (curly) quotes and apostrophes.
- Use en dashes for ranges of numbers. From the Insert menu, select Symbol → Special Characters tab → en dash.
- Use only one space between sentences and after a colon.
- Use italics, not quotation marks, to introduce new technical terms.
- Every graph and table requires a “source” line beneath it.
- Always write out percent. Use the symbol “%” only in graphs and tables if necessary to save space.
- At first mention, provide both SI and English units of measure.
- Italicize the name of all publications and reports. For example use: *Energy Report* and *Energy Report Update*. Do not underline or put in quotations.

Format for PIER Project Reports

Pagination

Pagination must begin on the Acknowledgment/Citation page (as i, ii, iii...) and continue in lowercase Roman numerals through the Abstract. On the first page of the Executive Summary, begin numbering “1” and continue sequential numbering throughout the document. Use Palatino Linotype 10 pt. for page numbers, centered at the bottom of each page. See Appendices and Attachments sections for page numbering of those sections.

Table of Contents

The Table of Contents is best generated automatically using Microsoft Word’s Insert → Reference → Index and Tables feature. The Table of Contents is based on the style headings assigned to each section. For the “Preface” line, two periods must be manually entered directly after the word “Preface,” so that the page number falls in the correct place. The Table of Contents should be updated after each series of edits, and as the last task before creating the PDF.

The List of Figures and List of Tables should be automatically generated in a similar manner.

Figures and Tables

Figures and tables can use any style that presents the information clearly and is readable. Captions must follow the style stated in the table at the end of this section.

Appendices

Appendices can use whatever format and style the PI deems appropriate. They are not edited or reformatted by the Energy Commission, so please ensure that the material is accurate and presented clearly. Below are instructions for appendices reporting on work funded by PIER and those reporting on work not funded by PIER.

Appendices Documenting Work Funded by PIER

Appendices are either (1) part of the main final report, or (2) posted as separate documents if their inclusion in the main final report increases the file size of the main report to 5 megabytes or greater.

1. **Appendices as part of the main report.** The first page of each appendix should be a cover sheet, containing the following information:

Appendix A (centered, and assigned a “Centered Title” style)

Title of appendix (centered, and assigned a “Centered Title” style)

APA-1, APB-1, APC-1, etc. page numbering centered on the bottom of the page

That cover sheet should be followed by the appendix. Subsequent pages should be numbered APA-2, APA-3, APA-4, etc.; APB-2, APB-3, APB-4, etc.

2. **Appendices as documents separate from the main report.** Where the appendices would normally go in the main report, insert a “slipsheet” for each appendix, formatted in the same way as the cover sheets described above:

Appendix A (centered, and assigned a “Centered Title” style)

Title of appendix (centered, and assigned a “Centered Title” style)

Each subsequent appendix slipsheet page should be formatted similarly, and each must have its own page. Just before the final PDF of the report is posted, these titles are hyperlinked to the separate appendix files, so that readers can jump from the main report to the appropriate appendix.

As for the separate appendices themselves, each must be given an Energy Commission cover page, title page, and publication number. These are posted in PDF format. The publication number for each appendix is provided by the Energy Commission, and consists of the main document number (CEC-500-2006-XXX) plus -APA, -APB, -APC, etc. (depending on the appendix letter). Therefore, the publication number for Appendix B of a report would read like: CEC-500-2006-072-APB.

When preparing the Table of Contents for the report, manually enter each appendix title into the Table of Contents.

Appendices Documenting Work Not Funded by PIER

- Obtain written permission of the copyright holder (ask for written permission for “electronic publishing of the document in PDF format on the Energy Commission’s website”). This

permission should be obtained by the contractor, and a copy of the permission should be sent to PIER along with the final report and the appendix/attachment.

- Include a single slipsheet with the appendix letter and title in the main document
- Attach simple cover page to the appendix stating the title, author, Energy Commission publication number (assigned by the Energy Commission, in the following form:

CEC-500-2006-172-APA), and the date (month, year) you turn the report in to the Energy Commission Contract and/or Project Manager.

If the attachments are not funded by PIER, see Appendices above for permission needed and other special treatment.

As for the separate appendices, each will be posted just as it is provided by the PI to the Energy Commission (but always in PDF format, unless otherwise previously agreed upon). No cover page will be attached to the appendix provided by the PI.

Footnotes/Endnotes

Endnotes are not permitted. Footnotes should be used sparingly to briefly clarify terms or concepts that may not be understood by the average reader. Footnotes are placed at the bottom of the page on which they appear. Do not place footnotes at the end of each section.

Insert footnotes using Microsoft Word's footnote feature: Insert → Reference → Footnote. Footnote numbering will automatically readjust as footnotes are added or deleted.

In-text Citation

PIER reports use the Author/Date system of citation in the text, as follows: (Author 2004). There is no comma between the author(s) names and the date. For multiple citations, please use the following style: (Brown 2004; Goodwin 2002; Aler et al. 2000; Kumesh 2004a, 2004b).

FINAL REPORT TEMPLATE

Appendix A to IAR XX-YY

**ENERGY INNOVATIONS SMALL GRANT
(EISG) PROGRAM**

EISG FINAL REPORT

Project Title

EISG AWARDEE

Name

Address

Phone: (XXX) XXX-XXXX

Email:

AUTHORS

Bob Smith, Principal Investigator

Grant #: XX-XX

Grant Funding: \$

Term:

PIER Subject Area:

FINAL REPORT TEMPLATE

Legal Notice

This report was prepared as a result of work sponsored by the California Energy Commission (Commission). It does not necessarily represent the views of the Commission, its employees, or the State of California. The Commission, the State of California, its employees, contractors, and subcontractors make no warranty, express or implied, and assume no legal liability for the information in this report; nor does any party represent that the use of this information will not infringe upon privately owned rights. This report has not been approved or disapproved by the Commission nor has the Commission passed upon the accuracy or adequacy of the information in this report.

Inquires related to this final report should be directed to the Awardee (see contact information on cover page) or the EISG Program Administrator at (619) 594-1049 or email eisgp@energy.state.ca.us.

Acknowledgement Page

(Optional)

This is the place for the author or principal investigator to acknowledge or express appreciation to those who participated in the project. This may be a paragraph, or a list of names, and if appropriate their affiliations.

FINAL REPORT TEMPLATE

Table of Contents

Sample Table of Contents

Abstract.....	1
Executive Summary.....	#
Introduction.....	#
Project Objectives.....	#
Project Approach.....	#
Project Outcomes.....	#
Conclusions.....	#
Recommendations.....	#
Public Benefits to California	#
End Notes.....	#
References.....	#
Glossary.....	#
Appendices (<i>Appendices are numbered using roman numerals I, II, III etc.</i>)	
Development Status Questionnaire.....	#

List of Figures

(Insert list of figures at end of table of contents)

List of Tables

(Insert list of tables after list of figures)

Note: The list of figures and list of tables do not list tables and figures found in the Appendices

FINAL REPORT TEMPLATE

Abstract

This section should be the technical counterpart to the executive summary. Less marketing and sales oriented than the Executive Summary. This should be similar to what you would find in a technical trade periodical. Limited to 250 words, essentially a very brief Executive Summary. The Abstract covers the purpose, objectives, outcomes and conclusions. Geared toward a more technical audience.

Key Words: (List 5-10 key words for computer searches)

FINAL REPORT TEMPLATE

Executive Summary

A miniature final report that summarizes the content in the following sections in two to three pages. These 6 sections are required elements of the executive summary:

1. Introduction (*Why this project was necessary*)
2. Project Objectives (*The quantified objectives from the proposal's statement of work*)
3. Project Outcomes (*Present the actual results which correspond to each objective*)
4. Conclusions (*What is the meaning or interpretation of the factual findings*)
5. Recommendations (*What you think should occur next*)
6. Public Benefits to California (*Who will benefit from this research*)

Numbered list or bulleted formatting is suggested to keep it short and concise. Assume a non-technical, management-level readership. Put on the hat of an inquisitive, reasonably well-educated lay reader who may be interested in purchasing or implementing the subject technology. The Executive Summary should not introduce new information that is not discussed in the main body of the report.

Introduction

(Why this project was necessary) - Provide relevant background information and overview of the technology/research developed in this project. Describe the “problem” that this project attempted to solve. Also identify this project's PIER subject area and the goals of this research.

Project Objectives

(What you planned to accomplish that is measurable or knowable) - Present the quantifiable technical and economic Objectives for your project. Include all Objectives that were identified in the original scope of work from the project proposal. In order to be listed as an Objective the research plan must have included a method for determining the answer. New Objectives that emerged during the project should also be listed and the reasons for the new direction discussed in the Project Approach section.

Each Objective shall be separately identified, a useful form is:

Project objectives were to:

- Verify (an action verb followed by relevant text)....
- Demonstrate
- Measure...
- Develop....

Project Approach

This section should be organized according to the **tasks** proposed in your grant application. Discussion of your approach, methods and materials used for each task should be outlined. New tasks that emerged during the project should also be listed and discussed as they occurred during the actual workflow, together with the reasons for the new tasks. Tasks are simply what you did to accomplish your objectives, for example, the testing procedures you undertook and the system modifications and improvements you made.

Project Outcomes

(What were the actual factual findings). This is where you present your data and results. Organize this section so that Outcomes are presented in the same order as the Objectives. A short version of each Outcome should be stated in list form. Supporting paragraphs that describe each Outcome should follow each bullet.

There can be more Outcomes than there were Objectives. For example, there may be more than one Outcome per Objective. It is also possible to have an unanticipated Outcome during your research. However, you cannot have stranded objectives, all Objectives, whether met or not, must be discussed in this section. If this section is particularly long, then it is useful to create a summary at the end of this section where all of the list elements are drawn together as a summary. Also, all Outcomes must be disclosed. You cannot have hidden Outcomes.

Conclusions

(What is the meaning or interpretation of the factual findings)- Organize the Conclusions in the same order as Objectives and Outcomes. This section should provide the analysis of the data and results presented in the previous section. You may have Conclusions that are broader than individual Objectives and Outcomes. Please present these after you present the individual Conclusions. Conclusions must be

FINAL REPORT TEMPLATE

drawn from evidence presented in the report. You should also include Conclusions regarding the commercialization potential of the proposed technology based on the new research findings.

Recommendations

(What you think should occur next) - Recommendations should derive from the Conclusions presented. Recommendations specific to individual Objectives, Outcomes and Conclusions should be presented in the original order. General Recommendations should follow. What are the next logical research objectives that need to be accomplished to advance this technology?

Public Benefits to California

This section discusses two issues: (1) what Benefits has California already received from this contract, if applicable, and (2) if this project is successful and the results widely used, how will California Benefit. If the Benefit is monetary savings calculate the potential yearly savings and identify all supporting assumptions used in the calculation. All cited Benefits must be attributable to the proposed technology that was the subject of the grant research.

Endnotes

Endnotes are preferred to footnotes.

References

This is where you list all documents referred to in the body of the report. List references in standard bibliographic format. Be sure to check that shorthand references contained in the body of the report are accurate. Any documents referred to in the Appendices should be listed in the reference section in the appropriate Appendix.

Glossary

If there are more than 10 acronyms and/or uncommon technical terms then a glossary with definitions for each should be provided at the end of the report.

Appendices

Designated by Roman numerals. Information that is not directly related to the work that was performed in this project or contains supporting details should be included in the appendices (i.e., summary of literature search, test plans, raw test data, business plans etc.).

All proprietary/confidential information that is needed to fully assess the success of the project should be included in the last appendix and clearly labeled as either proprietary or confidential. The proprietary appendix will be protected and not released to the public. The remainder of the report must be non-proprietary and authorized unrestricted public distribution.

Development Status Questionnaire

The answers provided in this questionnaire will provide the EISG Program Administrator with the information to more fully assess the development status of the project results. This information will be used in conjunction with the final report and other sources to write the independent assessment on the research project, which may include a follow-on funding recommendation within PIER and a recommendation for development assistance.

California Energy Commission
Energy Innovations Small Grant (EISG) Program
PROJECT DEVELOPMENT STATUS

Questionnaire

Answer each question below and provide brief comments where appropriate to clarify status. If you are filling out this form in MS Word the comment block will expand to accommodate inserted text.

Please Identify yourself, and your project: PI Name _____ Grant # _____	
Overall Status	
Questions	Comments:
1) Do you consider that this research project proved the feasibility of your concept?	<i>Briefly state why.</i>
2) Do you intend to continue this development effort towards commercialization?	<i>If NO, indicate why and answer only those questions below that are still relevant.</i>
Engineering/Technical	
3) What are the key remaining technical or engineering obstacles that prevent product demonstration?	
4) Have you defined a development path from where you are to product demonstration?	
5) How many years are required to complete product development and demonstration?	
6) How much money is required to complete engineering development and demonstration?	<i>Do not include commercialization costs such as tooling.</i>
7) Do you have an engineering requirements specification for your potential product?	<i>This specification details engineering and manufacturing needs such as tolerances, materials, cost, stress etc. If NO indicate when you expect to have it completed.</i>
Marketing	
8) What market does your concept serve?	<i>Residential, commercial, industrial, other.</i>
9) What is the market need?	<i>Summarize the market need and identify any sources you referenced.</i>
10) Have you surveyed potential customers for interest in your product?	<i>If YES, the results of the survey should be discussed in the Final Report.</i>
11) Have you performed a market analysis that takes external factors into consideration?	<i>External factors include potential actions by competitors, other new technologies, or changes in regulations or laws that can impact market acceptance of your product?</i>
12) Have you identified any regulatory, institutional or legal barriers to product acceptance?	<i>If YES, how do you plan to overcome these barriers?</i>
13) What is the size of the potential market in California for your proposed technology?	<i>Identify the sources used to assess market size and any assumptions related to anticipated market penetration.</i>
14) Have you clearly identified the technology that can be patented?	<i>If NO, how do you propose to protect your intellectual property?</i>

15) Have you performed a patent search?	<i>If YES, was it a self-search or professional search and did you determine if your product infringes or appears to infringe on any other active or expired patent?</i>
16) Have you applied for patents?	<i>If YES, provide the number of applications.</i>
17) Have you secured any patents?	<i>If YES, provide the patent numbers assigned and indicate if they are generic or application patents.</i>
18) Have you published any paper or publicly disclosed your concept in any way that would limit your ability to seek patent protection?	<i>If YES, is it your intent to put the intellectual property into the public domain?</i>
Commercialization Path	
19) Can your organization commercialize your product without partnering with another organization?	<i>If YES, indicate how you would accomplish that. If NO, indicate who would be the logical partners for development and manufacture of the product.</i>
20) Has an industrial or commercial company expressed interest in helping you take your technology to the market?	<i>If YES, are they a major player in the marketplace for your product?</i>
21) Have you developed a commercialization plan?	<i>If yes, has it been updated since completing your grant work?</i>
22) What are the commercialization risks?	<i>Risks are those factors particular to your concept that may delay or block commercialization.</i>
Financial Plan	
23) If you plan to continue development of your concept, do you have a plan for the required funding?	
24) Have you identified funding requirements for each of the development and commercialization phases?	
25) Have you received any follow-on funding or commitments to fund the follow-on work to this grant?	<i>If YES, indicate the sources and the amount. If NO, indicate any potential sources of follow-on funding.</i>
26) What are the go/no-go milestones in your commercialization plan?	
27) How would you assess the financial risk of bringing this product/service to the market?	
28) Have you developed a comprehensive business plan that incorporates the information requested in this questionnaire?	<i>If YES, can you attach a non-proprietary version of that plan to your final report?</i>
Public Benefits	
29) What sectors will receive the greatest benefits as a result of your concept?	<i>Residential, commercial, industrial, the environment, other.</i>
30) Identify the relevant savings to California in terms of kWh, cost, reliability, safety, environment etc.	<i>Show all assumptions used in calculations.</i>
31) Does the proposed technology reduce emissions from power generation?	<i>If YES, calculate the quantity in total tons per year or tons per year per relevant unit. Show all assumptions used in calculations.</i>
32) Are there any potential negative effects from the application of this technology with regard to public safety, environment etc.?	<i>If YES, please specify.</i>

Competitive Analysis

33) What are the comparative advantages of your product (compared to your competition) and how relevant are they to your customers?	<i>Identify top 3.</i>
34) What are the comparative disadvantages of your product (compared to your competition) and how relevant are they to your customers?	<i>Identify top 3.</i>

Development Assistance

The EISG Program may in the future provide follow-on services to selected Awardees that would assist them in obtaining follow-on funding from the full range of funding sources (i.e. Partners, PIER, NSF, SBIR, DOE etc.). The types of services offered could include: (1) intellectual property assessment; (2) market assessment; (3) business plan development etc.	
35) If selected, would you be interested in receiving development assistance?	<i>If YES, indicate the type of assistance that you believe would be most useful in attracting follow-on funding.</i>